

Contracting Overview, Tentative Source Selection and Key Contract Requirements

- Any correspondence pertaining to this acquisition, to include questions arising from this industry day event, should be directed to the below NAVSUP FLCN points of contact:
 - FLCN Points of Contact are:
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Key Points



- The Request for Proposal, attachments, and any amendments will be published on the Federal Business Opportunities website (www.fedbizopps.com) and the NECO web site (www.neco.navy.mil).
- Separate emails/notifications will not be sent.
- Nothing stated during this Industry Day or contained in any of the documents provided will qualify the terms and conditions of the RFP.
- The RFP is currently being developed and no final decisions have been made.

Projected Milestones



- 20 June 2014 – Responses to RFI were due
- 10 September 2014 – RFP Published
- 16 October 2014 – Offers due
- November 2014 - January 2015 – Evaluation
- January 2015 – Award (without discussions)

- *November 2014 – January 2015 – Discussions (*If required)
- *February – March 2015 – Evaluation (with discussions)
- *Award – 1 April 2015 (with discussions)

- February 2014 – Transition Period ends
- *May 2015– Transition Period ends (with discussions)

- All dates are approximate and subject to change

Tentative Acquisition Strategy



- Type of Contract: Cost Plus Fixed Fee (CPFF)
- Term of Contract:
 - Five Years (12 month base period with four (4) 12 month option periods)
- Single award contract or task order (not an IDIQ type contract)
- Note: Proposals that take exceptions to any terms/conditions of the RFP, propose additional terms/conditions, or fail to manifest the unconditional assent to a term/condition of the RFP will constitute a deficiency (FAR 15.001), which will make the offer unacceptable.

Source Selection



- The Government's *tentative* source selection criteria to be used in the evaluation of offers for this procurement is as follows:

Non-Cost/Price Proposal: The Non-Cost/Price Proposal is more important than the Cost/Price proposal and consists of the below factors and sub-factors. The Non-Cost/Price Proposal factors are listed in descending order of importance:

- **Factor 1 - Technical** (The Technical sub-factors are also listed in descending order of importance):
 - *Sub-factor 1 - Sample Tasks Performance Approach*
 - *Sub-factor 2 - Staffing Plan*
 - *Sub-factor 3 - Management Approach*
- **Factor 2 - Past Performance**
- **Factor 3 - Socioeconomic Participation Plan**
- **Factor 4 - Small Business Subcontracting Plan**

Cost/Price Proposal: Costs will be evaluated on the basis of cost realism. Cost realism pertains to the Offeror's ability to project costs which are realistic and reasonable and which indicate that the Offeror understands the nature and scope of work to be performed.

Source Selection (cont.)



- The following tables will be used to evaluate technical and past performance portions of the offerors' proposals:
- The Technical Ratings Table will also be used for the overall Non-Cost/Price Proposal evaluation rating.
- Technical Ratings Table

Color	Rating	Description
Blue	Outstanding	Proposal meets requirements and indicates an exceptional approach and understanding of the requirements. Strengths far outweigh any weaknesses. Risk of unsuccessful performance is very low.
Purple	Good	Proposal meets requirements and indicates a thorough approach and understanding of the requirements. Proposal contains strengths which outweigh any weaknesses. Risk of unsuccessful performance is low.
Green	Acceptable	Proposal meets requirements and indicates an adequate approach and understanding of the requirements. Strengths and weaknesses are offsetting or will have little or no impact on contract performance. Risk of unsuccessful performance is no worse than moderate.
Yellow	Marginal	Proposal does not clearly meet requirements and has not demonstrated an adequate approach and understanding of the requirements. The proposal has one or more weaknesses which are not offset by strengths. Risk of unsuccessful performance is high.
Red	Unacceptable	Proposal does not meet requirements and contains one or more deficiencies. Proposal is un-awardable.

- Past Performance Relevancy Ratings

Rating	Definition
Very Relevant	Present/past performance effort involved essentially the same scope and magnitude of effort and complexities this solicitation requires.
Relevant	Present/past performance effort involved similar scope and magnitude of effort and complexities this solicitation requires.
Somewhat Relevant	Present/past performance effort involved some of the scope and magnitude of effort and complexities this solicitation requires.
Not Relevant	Present/past performance effort involved little or none of the scope and magnitude of effort and complexities this solicitation requires.

- Past Performance Confidence Rating

Rating	Definition
Substantial Confidence	Based on the offeror's recent/relevant performance record, the Government has a high expectation that the offeror will successfully perform the required effort.
Satisfactory Confidence	Based on the offeror's recent/relevant performance record, the Government has a reasonable expectation that the offeror will successfully perform the required effort.
Limited Confidence	Based on the offeror's recent/relevant performance record, the Government has a low expectation that the offeror will successfully perform the required effort.
No Confidence	Based on the offeror's recent/relevant performance record, the Government has no expectation that the offeror will be able to successfully perform the required effort.
Unknown Confidence (Neutral)	No recent/relevant performance record is available or the offeror's performance record is so sparse that no meaningful confidence assessment rating can be reasonably assigned.

Estimated Full Time Equivalents (FTE)



- Government estimates approximately 230 FTE's per year at 1920 hours per FTE.
- Support estimates are in the below functional areas:
 - Program Management 2
 - Academic/SME 123
 - Program Support 62
 - Technical Support 28
 - Functional Area Lead 14
 - Functional Support 1

Contractor Capability



Must be an established organization with the following:

- Thorough understanding of training technology, innovation, and process improvement
- Clear lines of authority and Delegation of responsibility
- Mid-Level managerial positions in place
- Competent & experienced personnel with DoD and Navy Live, Synthetic, Academic Training and Training Program experience
- IT System Administration/Operation, Engineering and design support capabilities (in house or subcontracted)
- Personnel with sufficient capability to diagnose and evaluate technical problems/issues and make competent technical recommendations to Navy when necessary and appropriate
- The ability to obtain, retain, manage and control a significant number of highly qualified personnel at multiple locations both CONUS and OCONUS

Key Contract Requirements



Security Requirements:

- All contractor personnel supporting this contract must have a minimum of a **Secret** security clearance.
- Approximately 5 personnel supporting this contract will be required to possess a **Top Secret (TS)** security clearance.
- Approximately 20 personnel supporting this contract will be required to possess a **Top Secret-Sensitive Compartmented Information (TS-SCI)** security clearance.

Key Contract Requirements (cont.)



Financial Management:

- Segregation of Costs
- Adequate Accounting System
- Favorable cash flow-ratios / Financial Solvency
- Prompt payment of subcontractors and suppliers
- FAR Parts 30 and 31 apply

Cost Control:

- Cost control will be evaluated in and included in the Contractor Performance Assessment Reporting System (CPARS) and is critical to the success of this contract.
- It is imperative that all contractor personnel supporting this effort know and understand the contract scope of work along with their respective PWS functional area(s) and only perform and invoice for in scope work defined in the PWS.
- It is expected that the contractor will cross utilize personnel in the performance of the work and implement management strategies that will gain efficiencies and cut cost while improving quality.

Key Contract Requirements (cont.)



Subcontractor Control: It is critical to the success of the contract that the contractor have in place procedures for:

- Selecting;
- Scheduling;
- Managing;
- Monitoring, and
- Controlling Subcontractors

Key Contract Requirements (cont.)



- **Quality Control:**

- QC program is the means by which the contractor assures himself that his work complies with the requirements necessary for the successful execution of the PWS tasks and an acceptable level of quality for the services delivered.
- The Contractor shall implement and modify, as necessary, the procedures specified within their Quality Control Plan (deliverable) to ensure the provision of services that will produce the desired outcomes and result in performance of work within the required standards.
- Our warfighters suffer if the quality of the training and training program support services are below standard.

Typical Proposal Shortfalls



- Not being responsive to the RFP
- Regurgitating the PWS
- Proposal instructions not followed
- Statements in the proposal are not well supported
- Proposals are not well organized
- Past Performance POCs are not current
- Not signing RFP or providing all RFP sections completed (e.g. Section K Reps/Certs, etc.)
- Arithmetic and/or spreadsheet formulas are incorrect
- Not explaining pricing approach
- Discrepancies between labor priced in price proposal and what is stated in technical proposal

Closing Remarks